

# RIA launches new online mini-series to support rail exports

May 1, 2020



The Railway Industry Association (RIA) has launched three webinars, in partnership with the Department of International Trade (DIT), to support UK rail companies looking to export.

In each webinar, attendees will hear from DIT Trade Advisors from across a number of European countries on the opportunities to UK companies in their respective markets. The three webinars include:

- [Austria, Portugal, Spain & Switzerland](#), 6 May 2020, 11am to 12.30pm
- [Estonia, Latvia and Lithuania \(including a Rail Baltica update\)](#), 11 May 2020, 1 to 2.30pm
- [Denmark, Finland, Norway and Sweden](#), 27 May 2020, 2 to 3.30pm

All webinars are free to attend and are open to all.

Neil Walker, Exports Director at the Railway Industry Association, said: “The Coronavirus outbreak will pose significant challenges to exporters in the rail industry, with international travel halted and a number of overseas trade fairs and exhibitions understandably postponed.

“Nevertheless, there are still a wealth of opportunities for UK exporters in international markets, so RIA – in partnership with the Department for International Trade – is launching a mini-series of webinars open to all in the UK industry.

“Through the series, you’ll hear from a number of DIT Trade Advisors across different European nations, providing an update on their respective markets and what opportunities there are for British companies. We encourage all – whether you’re a seasoned exporter or never traded overseas before – to join us for these fascinating sessions.”

**Webinar One - Austria, Portugal, Spain & Switzerland:** During this webinar, you will hear from DIT Trade Advisors based in Spain, Portugal, Switzerland and Austria providing you with an overview of their respective markets. The focus will be on rolling stock, and both manufacturers and supply chain opportunities as well as maintenance & overhaul works will be presented. The speakers will also provide a brief overview of infrastructure and touch on specific opportunities and tendencies in their markets. At the end of the session, there will be an opportunity to ask questions.

**Webinar Two - Estonia, Latvia and Lithuania (including a Rail Baltica update):** During this webinar, you will be able to hear the Board member of Rail Baltica project – the largest greenfield high speed railway development in the region – one of the TOP EU railway priorities, as well as listen to presentations of representatives of the leading railway companies of Estonia, Latvia and Lithuania. They will provide you with the overview of infrastructure, inform about their development plans, and touch on specific opportunities and tendencies in their markets. At the end of the session, there will be an opportunity to ask questions.

**Webinar Three - Denmark, Finland, Norway and Sweden:** The Nordics is a leading free-trade region, with economies dependent on International Trade and business operating largely free of political influence. While the industry in this region may seem established and mature, it continues to witness significant investments particularly in both its main line and urban rail infrastructure. Enhancements to national networks range from electrification projects and schemes to add capacity in Denmark and Norway to plans to build very high-speed lines in Sweden. Despite strong local competition there currently appears to be a real desire from entrepreneurs in the Nordic region to reach out to foreign suppliers. The technical expertise of UK companies is regarded highly in the region. In this webinar you will hear how your organisation can bring business to a region of Europe which is accessible, stable and presents very real market opportunities.

Visit [www.riagb.org.uk](http://www.riagb.org.uk) for more details.

*Photo credit: alice-photo/Shutterstock*